

## Message Text

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PAGE 01 COPENH 02601 200151Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 SP-02 ICA-20 AID-05 NSC-05  
TRSE-00 SS-15 STR-07 OMB-01 CEA-01 CIAE-00  
COME-00 FRB-01 INR-10 NSAE-00 XMB-04 OPIC-06  
LAB-04 SIL-01 DOE-15 SOE-02 L-03 H-02 /125 W  
-----090779 202147Z /65

R 190900Z APR 78  
FM AMEMBASSY COPENHAGEN  
TO SECSTATE WASHDC 6376

UNCLAS COPENHAGEN 2601

EO 11652: NA  
TAGS: ETRD BEXP DA  
SUBJ: INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT POLICY

REF: STATE 95673

AS REQUESTED REFTEL, THE EMBASSY SUBMITS THE FOLLOWING SUGGESTIONS  
AND COMMENTS FOR CONSIDERATION:

A) EXPORT CONSULTANT PROGRAM. A GROUP OF FIRMS MANUFACTURING  
RELATED BUT NON-COMPETITIVE PRODUCTS COULD HIRE A MARKETING  
CONSULTANT WITH TECHNICAL EXPERTISE AND THOROUGH FAMILIARITY  
WITH RESPECTIVE FIRMS' PRODUCTS TO CONDUCT IN-DEPTH OVERSEAS  
MARKET RESEARCH. THE EXPORT CONSULTANT WOULD INTERVIEW MANUFACT-  
URERS WITH THE VIEW TO DETERMINING WHICH OF CLIENTS PRODUCTS  
WOULD COMPLEMENT FOREIGN FIRMS' PRODUCTION. SPECIFIC FIELDS SUCH  
AS ELECTRONIC COMPONENTS WOULD PARTICULARLY LEND THEMSELVES TO  
THIS APPROACH. US GOVERNMENT COULD SUBSIDIZE SUCH EFFORTS BY  
PAYING APPROXIMATELY HALF OF CONSULTANT'S SALARY, TRAVEL EXPENSES,  
AND SALES LITERATURE COSTS. DANISH GOVERNMENT/INDUSTRY INITIATED  
SIMILAR PROGRAM FIVE YEARS AGO WITH 8 CONSULTANTS IN FIELD. TODAY,  
THERE ARE 70 CONSULTANTS ACTIVELY ENGAGED IN THE PROGRAM.

B) DISTRICT OFFICE STAFFING. BOTH AMERICAN AND DANISH STAFF  
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MEMBERS, WHO HAVE VISITED US COMMERCE DEPARTMENT DISTRICT  
OFFICES IN RECENT YEARS, HAVE BEEN VERY FAVORABLY IMPRESSED WITH  
THE EXPORT PROMOTION EFFORTS BEING MADE AT THOSE OFFICES.  
HOWEVER, MANY OF THESE OFFICES SEEM TO BE UNDERSTAFFED AND THERE-  
FORE UNABLE TO REACH MANY POTENTIAL EXPORTERS, OR PROVIDE SUCH  
FIRMS THE AMOUNT OF SUPPORT THEY WOULD LIKE TO. WE BELIEVE A  
SURVEY SHOULD BE MADE OF COMMERCE DISTRICT OFFICE STAFFING

REQUIREMENTS AND, IN SO FAR AS PRACTICAL, STAFFING BE EXPANDED  
TO APPROPRIATE LEVELS.

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INTERAGENCY COOPERATION, EXPORTS, POLICIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 19 apr 1978  
**Decapton Date:** 01 jan 1960  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978COPENH02601  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780169-1038  
**Format:** TEL  
**From:** COPENHAGEN  
**Handling Restrictions:** n/a  
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**Line Count:** 65  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 08928bab-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 95673  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2923152  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT POLICY  
**TAGS:** ETRD, BEXP, DA  
**To:** STATE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/08928bab-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014